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Message Text

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PAGE 01 KUWAIT 01468 210807Z
ACTION EB-08

INFO OCT-01 NEA-10 ISO-00 /019 W
----------210812Z 020794 /11
R 210644Z MAR 77
FM AMEMBASSY KUWAIT
TO SECSTATE WASHDC 7550
USDOC WASHDC
INFO AMEMBASSY ABU DHABI
AMEMBASSY DOHA
AMEMBASSY JIDDA
AMEMBASSY MANAMA
AMEMBASSY MUSCAT
AMCONSUL DHAHRAN

UNCLAS KUWAIT 1468

STATE FOR EB/OCA FOR HARRIS

USDOC FOR BIC/CED FOR FREEMAN

E.O. 11652: N/A
TAGS: BBSR BGEN KU
SUBJECT: WORLD TRADERS DATA REPORTS AND KUWAIT

REF: STATE A-420, 26 JAN 77.

1. SUMMARY. REDUCING THE EFFECTIVE PERIOD OF A WTDR TO 12 MONTHS WOULD NOT SIGNIFICANTLY IMPROVE THE STATE/COMMERCE SERVICE TO THE AMERICAN BUSINESS COMMUNITY INTERESTED IN KUWAIT. REQUEST 18 MONTHS VALIDITY FOR KUWAIT WTDR'S BE CONTINUED. END SUMMARY.

2. THE COMMERCIAL SECTION PRESENTLY HAS 1400 DIFFERENT BUSINESS ENTITIES ON FILE. APPROXIMATELY 800 WTDR'S HAVE BEEN FILED, OVER 50 PERCENT OF WHICH ARE OVER 12 MONTHS OLD. FOR THE TIME PERIOD JANUARY 23 TO MARCH 6, 20 NEW WTDR'S
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HAVE BEEN REQUESTED. PAST EXPERIENCE INDICATES THAT COMPLETION OF A WTDR ON A KUWAITI FIRM REQUIRES A FULL 30 DAYS, AND OFTEN 60-90 DAYS. ADDITIONAL WORK CAUSED BY 12 MONTH WTDR VALIDITY REQUIREMENTS WOULD REDUCE POST'S ABILITY TO RESPOND PROMPTLY TO WTDR REQUESTS, AND COULD MAKE IT NECES-SARY TO CURTAIL OTHER IMPORTANT COMMERCIAL SERVICES.

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3. KUWAITI BUSINESS PRACTICES COMPLICATE THE WTDR DATA COLLECTION PROCESS. CREDIT BUREAUS DO NOT EXIST AND LOCAL BANKS ARE LOATH TO GIVE OUT EVEN THE MOST SKETCHY FINANCIAL INFORMATION EVEN WITH THE FIRM'S PERMISSION. THE SHEER VOLUME OF BUSINESS TRANSACTED BY KUWAITI FIRMS LOWERS THE PRIORITY THEY ASSIGN TO MEETING THE WTDR REPORTING REQUIREMENTS, AN ACTION WHICH THEY REGARD MORE AS A COURTESY TO THE EMBASSY THAN AS A BUSINESS NECESSITY. GIVEN THE FINANCIAL AND CREDIT DATA REPORTED RARELY INCLUDES SPECIFICS, "UPDATED" WTDRS WILL TEND TO BE VIRTUALLY INDISTINGUISHABLE FROM THEIR EARLIER VERSION. FOR MOST KUWAIT FIRMS DATA 18 MONTHS OLD GIVES JUST AS CLEAR A PICTURE OF THE FIRM AS YEAR-OLD DATA
.
IN THIS RESPECT WE BELIEVE REDUCING LIFE-SPAN OF WTDR'S MAKES BETTER SENSE IN EUROPEAN MARKET THAN IN EASTERN ARAB WORLD.

4. 4. EMBASSY FULL COGNIZANT OF RATIONAL FOR SHORTER EFFECTIVE PERIOD OF WTDR'S, BUT MUST STRESS THAT FOR KUWAIT BENEFITS OF SUCH A CHANGE FOR WTDR REQUESTOR WILL BE MARGINAL AND NOT WORTH THE COST IN TERMS OF EXTRA COMMERCIAL SECTION WORKLOAD.

5. ACTION REQUESTED: THAT PREVIOUS 18 MONTH WTDR VALIDITY CONTINUE TO APPLY FOR KUWAIT.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Disposition Approved on Date:
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Disposition Comment:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 STATE A-420
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 22-Sep-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3050814
Secure: OPEN
Status: NATIVE
Subject: WORLD TRADERS DATA REPORTS AND KUWAIT
TAGS: BBSR, BGEN, KU
To: STATE COM
Type: TE
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Review Markings:
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22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009